ABSTRACT

A Partner Relationship Management System ("PRMS") accessible for sellers and buyers located remotely, whereby the buyers' access privileges are based on their relationship with the sellers. The PRMS comprising a server connected to the Internet and a pricing configurator which includes at least, a buyer profile module residing on the server and storing information on a plurality of buyers, logistics data and a price converter. The information on each buyer includes at least a delivery destination, and a pricing factor. The pricing factor is unique to each buyer. The pricing configurator converts an origin offer price, such as a free-on-board price, to a delivered price, such as a cost-insurance-freight price by considering the information of the buyer profiles and the logistics data.

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